



DEVELOPMENT COMMITTEE

UNA FOUNDATION

Friday, July 23, 2021; 10:30 – 11:30 a.m.

GUC Banquet Hall E

AGENDA

- I. WelcomeStephanie Teichmiller '84, Chair
- II. Review of Prior Meeting Minutes.....Stephanie Teichmiller
- III. Office of Advancement Update..... Barbie Terry
 - Advancement Goals Update
 - Development Highlights
 - Annual Giving Initiatives 4/5 Complete
 - FreeWill Update
 - Naming Opportunities
 - Presidential Mentors Academy
 - Events Update
 - Sesquicentennial
 - Una.edu/unawoman
 - Women of Influence

MEMBERS

<i>Stephanie Teichmiller '84, Chair</i>	<i>Derrick Mills '00</i>	<i>Chester McKinney</i>	<i>Lorri Glover '90</i>
<i>Melissa Long '79, Vice Chair</i>	<i>Sharon Harris '83</i>	<i>David Sunseri '98</i>	<i>Robert Steele '78</i>

Barbie Terry, Staff Liaison

ARTICLE V, Section 5The Development Committee shall assist the President of the University and Advancement staff as directed by the Chair in identifying and cultivating potential major donors.



University of
NORTH ALABAMA
FOUNDATION

**MINUTES
DEVELOPMENT COMMITTEE
UNA FOUNDATION**

Friday, March 12, 2021; 9:30 a.m. – 10:30 a.m.

Zoom Meeting

Present: Stephanie Teichmiller; Chair, Melissa Long; Vice Chair, Lorri Glover, Chester McKinney, Derrick Mills, Sharon Harris, and David Sunseri

Absent: Robert Steele

Others Present: none

Staff Liaison: Barbie Terry

The meeting was called to order at 9:30 a.m. by Stephanie Teichmiller, Chair. The meeting was held virtually on Zoom due to COVID-19 restrictions but all attending members were able to log in successfully. A welcome was extended by Chair Teichmiller. Chair Teichmiller presented the minutes from the November 13, 2020 meeting to the committee. The minutes were passed as presented. Chair Teichmiller then turned the meeting over to Ms. Barbie Terry for an Office of Advancement update.

Ms. Terry introduced the group to two new initiatives within the Office of Advancement: IMPACT 1830 and Freewill. After discussing IMPACT 1830 and Freewill, Ms. Terry gave an update on the ongoing Building Relationships Initiative. Initially, the advancement team was reaching out to donors who had given within the last three years but have expanded those efforts to include donors who have made their first gift to the University within the last 12 months. This is in addition to their existing portfolios. Ms. Terry shared success stories that the team has experienced with both FreeWill and BRI. Member Chester McKinney shared his experience of providing names that the development team has researched and assigned as appropriate and encouraged other members to do the same. Next, Ms. Terry shared an update on the ongoing annual giving initiatives as well as the Advancement goals year to date. Last, the group discussed recent and upcoming naming events and the upcoming sesquicentennial celebration of UNA first admitting women which will kick off in June 2021.

The meeting adjourned at 10:30 a.m. and members moved from the virtual meeting space into the meeting at large space.



Development

- The Presidential Mentors Academy has been endowed and we will celebrate with an endowment event in the fall.
- The Legacy Initiative: Rebuilding the Heart of UNA Update:
 - 7 original benches have been named
 - 6 additional opportunities have been added
 - 6 original trees have been named
 - 28 additional opportunities have been added
 - 29/56 bronze plaques have been named
 - As of 07/22/2021 511 bricks have been named
 - The Guy McClure Endowment for Harrison Plaza and Fountain has been established to provide the perpetual care of the Plaza, Fountain, and all of the pathways leading to the Plaza.
- On April 13th we emailed information about FreeWill to all alumni and friends with an active email address. This communication has resulted in 8 new planned gifts totaling \$87,250.
- On May 17th we hosted a philanthropy training session for the Executive Council where they were encouraged to give an annual gift and a gift of significance as we move into the quiet phase of our next campaign.
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- Completed 4/5 Annual Giving Initiatives
 - Lions
 - \$11,608.30 Raised
 - 85 Donors
 - 88 Gifts
 - 1830 (Unrestricted)
 - \$46,879.40 Raised
 - 210 Donors
 - 262 Gifts
 - UNA Giving Day
 - \$113,736.21 Raised
 - 230 Donors
 - 248 Gifts
 - Athletics
 - \$20,755 Raised
 - 86 Donors
 - 88 Gifts
 - Colleges (as of 07/22/2021 with letters in mailboxes week of June 28)

- \$10,725 Raised
 - 65 Donors
 - 72 Gifts
- Dollars Raised as of 07/22/2021 81% of Fiscal Year Elapsed
 - Total Dollars Raised: \$5,454,520.55 105% of Goal
 - Annual Giving
 - \$846,894.94 141% of Goal
 - Athletics
 - \$59,783.42
 - Planned Giving
 - \$222,250.00
 - Number of Unique Donors
 - 1910 89% of Goal